



AFMC/PK

Contract Connection (ConConnect) and the Inter-Agency Contract Directory (ICD)

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HQ AFMC/PKP
DSN 787-8984
17 Dec 03



OVERVIEW

AFMC/PK

- **Introduction**
- **Background**
- **Tools**
- **Issues and Concerns**
- **Keys to Success**
- **Conclusion**



INTRODUCTION

AFMC/PK

PURPOSE

**To help you know your choices,
make informed business
decisions, and provide valued
advice**



Introduction

AFMC/PK

You have a new requirement for Management Information Systems. How do you contract for it?

- a. Write your own contract**
- b. Write a lead contract that others can use**
- c. Use an existing AFMC contract**
- d. Use a contract vehicle outside AFMC**



Introduction

AFMC/PK

CONSIDERATIONS

- **Assess the pros and cons**
- **Conduct a decision thought process**
- **Assess what contracts are available**

The most important consideration is knowing your choices so you can make an informed decision.



Introduction

AFMC/PK

- **Did you know?**

- **There are several Databases available to help you with Market Research and Decision-making.**
- **AFMC has many contracts available for the Program Office to use. They are listed in the ConConnect database.**
- **GSA, other Federal Agencies, Army, and Navy are marketing the use of their contracts**
 - » **It is ok to use them--important to understand their differences and consider your choices**
- **The Inter-Agency Contract Directory (ICD) is the newest Federal database.**



BACKGROUND

AFMC/PK

Center concerns at HQ AFMC/PK Director's Conference (Mar 99)

- Program Managers were using outside contracts**
 - » Other Agencies/Services actively marketing their contracts**
 - » Program Managers weren't aware of their options**
 - » AFMC center used an Army contract - Unaware an AFMC contract was available**
 - » Paying fees without documenting value**
- No process to understand and evaluate options**
- No credit towards Small Business and Competition goals**



Background (Cont)

AFMC/PK

- **Strategy Development**
 - **Make our contracts competitive and available**
 - **Provide value to Program and Supply Chain Manager**
 - » **Save money & time, timely obligation of funds, valued advice**
 - **Recognized need to involve contract personnel early as active acquisition team members**
 - » **Provide advice to Program Manager**
 - » **Know what contracts are available**
 - » **Need access to evolving knowledge sources**



Background (Cont)

AFMC/PK

- **Price based vs cost based**
- **Commercial preference**
- **Availability of other contracting agencies**
- **Integrated product teams**
- **Electronic commerce and information resources**
- **Reduced workforce**
- **Focus on Total Ownership Costs**
- **Partnerships with industry**
- **Non-traditional agreements**
- **Global marketing**
- **Reduced funding**
- **Increased need for flexibility and innovation**
- **Consolidation/mergers**
- **Performance based requirements**
- **Technology turnover**
- **Outsourcing**



Background (Cont)

AFMC/PK

- **The new focus is on a competitive advantage view**
 - **Theme: Know your choices, make informed decisions, provide valued advice**
 - **Provide tools to help**
 - **Provide knowledge areas and sources**
- **Proactive acquisition team member**
- **Understand and evaluate alternatives**
- **Consider using other AFMC/Federal contracts**
- **Consider writing lead contracts**
 - **When your center is best**
 - **Write it to provide best value & be more competitive**



Background (Cont)

AFMC/PK

Give the customer best value

- Funds obligated quickly**
- Reasonable cost**
- Simplified process to award orders**
- Within our legal boundaries**



TOOLS

AFMC/PK

- **DD350 -Contract Award Reporting Requirement and the Database that is being used by many functions for various purposes**
- **ConConnect - Market Research and Decision-Making Tool**
- **Inter-Agency Contract Directory - Federal-wide Database for Market Research**



Tools (Cont)

AFMC/PK

- **DD350**
 - **Award Database/ Foundation Block**
 - **Complete and Correct Data must be entered by the Contracting Office**
 - **Critical Components**
 - » **Authorized User**
 - » **FSC/SVC Codes**
 - » **DoDAAN, DoDAAC**
 - » **Correct Contracting Office Symbol**
 - » **Correct POC**



Tools (Cont)

AFMC/PK

- **ConConnect /Inter-Agency Contract Directory**
 - **Market Research Tools**
 - **Essentially Four Outcomes**
 - » **Write Your Own Contract**
 - » **Write a Lead Contract That Others Can Order From**
 - » **Use an Existing AFMC Contract**
 - » **Use a Contract Vehicle Outside AFMC**
 - **Process for Weighing Alternatives & Determining Best Option for Putting the Requirement on Contract**



Tools (Cont)

AFMC/PK

- **All Multi-use AFMC contracts that allow ordering by other Centers or Agencies are listed in ConConnect.**
- **All Multi-use Federal contracts that allow ordering by others are listed in the ICD. Currently the list of multi-use contracts includes DoD, NASA, National Institute of Health contracts.**
- **Planned expansion**
 - **Include solicitations for multi-user ordering contracts**
 - **Provide links to contract data outside AF (GSA, Other Services and Agencies)**
 - **Public web site**



Tools (Cont)

AFMC/PK

- **ConConnect General Info:**

- **Access by: Service or Commodity, DoD Activity Address Numbers (DoDAANs), Federal Supply Class & Service Code (FSC/SVC); and soon to be DoD Activity Address Codes (DoDAACs)**
- **Relevant info: ordering period, scope/key words, authorized users**
- **Contract information input by each center**
- **Some contracts may only be used within a Center**

- **Operational Concepts**

- **Centers appointed POC's for data input and integrity**
- **Do you know who your data entry POC is?**
- **Protocols have been developed to keep the database current**



Tools (Cont)

AFMC/PK

HQ AFMC/PK ConConnect Homepage - Microsoft Internet Explorer provided by HQ AFMC

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites History

Address <https://www.conconnect.wpafb.af.mil/documents/PK.htm> Go

Contract Connection (ConConnect)

Get connected with ConConnect!

 **What is this Web Site?**

 **Roadshow Briefing** (July - August 2000)

 **Philosophy and Changing Roles of Acquisition**

Done Internet

Office

Microsoft

Start |    |  Inbox - Microsoft O...  Microsoft PowerPoin...  HQ AFMC/PK ConC... 11:07 AM



Tools (Cont)

AFMC/PK

HQ AFMC/PK ConConnect Homepage - Microsoft Internet Explorer provided by HQ AFMC

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Back Forward Stop Search Favorites History

Address <https://www.conconnect.wpafb.af.mil/documents/PK.htm> Go

Tools:

- [Knowledge Areas and Sources](#)
- [ConConnect Decision Tree](#)
- [ConConnect Database](#)
- [ConConnect Database Points of Contact](#)

These tools are intended to convey confidence in pursuing a general course of action, not as a single decision mechanism.

Comments or Questions regarding this page?

- Content Questions: Contact [Ms. Farris Welsh](#) at (937) 257-8984 or DSN 787-8984.
- Web Page Questions: Contact [Ms. Lois Todd](#).

Return to [HQ AFMC/PK Home Page](#)

Shortcut to areas.doc (secure Web site) Internet

Office Microsoft

Start Inbox - Microsoft O... Microsoft PowerPoin... HQ AFMC/PK ConC... 8:00 AM



Tools (Cont)


AFMC/PK

Welcome - Microsoft Internet Explorer provided by HQ AFMC

File Edit View Favorites Tools Help

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Address <https://www.conconnect.wpafb.af.mil/welcome/welcome.asp> Go



ConConnect

ConConnect Workspace | Feedback | Tell a Friend

CONCONNECT WORKSPACE | CONCONNECT DECISION TREE | AFMC PK CONCONNECT HOME



TYPE SERVICE OR COMMODITY

Computer Equipment

Gen Supplies/ Products

Services

FSC/SVC

DoDANS

SEARCH

Welcome to the Contract Connection (ConConnect)

ConConnect provides you with a choice of AFMC ordering contracts. It includes all AFMC contracts allowing ordering by others. This tool will be useful when performing market research. When used in conjunction with the ConConnect Decision Tree, it will help you provide the right vehicle and the right business advice to your customers when they need it.

This system allows you to find Air Force contracts in three ways:

- **Type of Service or Commodity:** Select the category that best fits your contracting needs.
- **Federal Supply Class and Service Code (FSC/SVC):** Select the FSC/SVC number you are interested in.
- **DoD Activity Numbers (DoDANS):** Select the DoDANS that you want to use.

REFERENCE

[System Help](#)

[FSC/SVC Description](#)

[DoDANS Description](#)

LINKS

[AF Country Store](#)

[AF Knowledge Mgmt](#)

[Air Force IT Superstore](#)

[Army Acquisition](#)

[DISA IT and MITSS](#)

[DoD E-Mail](#)

[FEDBIZOPPS](#)

[GSA Advantage](#)

[Navy IT Umbrella](#)

Internet

Office

Start

Inbox - Microsoft O...

Welcome - Micros...

Microsoft PowerPoin...

4:48 PM



Tools (Cont)

AFMC/PK

Welcome - Microsoft Internet Explorer provided by HQ AFMC

File Edit View Favorites Tools Help

Back Forward Stop Search Favorites History

Address <https://www.conconnect.wpafb.af.mil/welcome/welcome.asp> Go

DoDANS SEARCH

ADMINISTRATION

Protocol

Log In

Forgot Password

This area is for Focal Points who maintain contracts in this system.

- DoD Activity Numbers (DoDANS):** Select the DoDANS that you want to use.

For additional information, please see [Help](#).

After you've used ConConnect, please take a moment to provide [feedback](#) about your experience. We value your input to aid in the continuous improvement of this system. Thank you.

"Get Connected with ConConnect."

GSA Advantage

Navy IT Umbrella

This tool is intended to convey confidence in pursuing a general course of action, not as a single decision mechanism.

Webmaster: Chris Nilo
MSG/PIR 937-904-0416 DSN: 674-0416
Last Modified on Wednesday, April 16, 2003 (v0.01)

Top of Page

Done Internet

Office

Microsoft

Start | Inbox - Micro... Microsoft Po... Welcome - ... Customer Ev... 11:09 AM



Tools (Cont)


AFMC/PK

FSC/SVC - Microsoft Internet Explorer provided by HQ AFMC

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites History

Address <https://www.conconnect.wpafb.af.mil/fscsvc/fscsvc.asp?> Go

 **ConConnect**

ConConnect Workspace | Feedback | Tell a Friend

CONCONNECT WORKSPACE | CONCONNECT DECISION TREE | AFMC PK CONCONNECT HOME

Federal Supply Class and Service Code (FSC/SVC)

[Description of the codes.](#)

FSC/SVC
0
1270
1325
1510
1560
1620,1630, 4730, 1650, 3120,5970,4820,5305,5306,5310,5320
1650
1660
1670
1680
1730

REFERENCE

- [System Help](#)
- [FSC/SVC Description](#)
- [DoDANS Description](#)

LINKS

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- [AF Knowledge Mgmt](#)
- [Air Force IT Superstore](#)
- [Army Acquisition](#)
- [DISA IT and MITSS](#)
- [DoD E-Mail](#)
- [FEDBIZOPPS](#)
- [GSA Advantage](#)
- [Navy IT Umbrella](#)

TYPE SERVICE OR COMMODITY

- Computer Equipment
- Gen Supplies/Products
- Services
- FSC/SVC
- DoDANS
- SEARCH

Office

Start

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11:12 AM



Tools (Cont)

AFMC/PK

Inter-Agency Contract Directory (ICD)

- **Mandatory Database, OFPP memo, as of May 6, 2003**
- **Part of the Integrated Acquisition Environment**
- **Centralized, on-line access to general information about available contracts**
- **Agencies are responsible for their own data entry**
- **Useful for Market Research**



Tools (Cont)

AFMC/PK

The screenshot shows a Microsoft Internet Explorer browser window displaying the 'Interagency Contract Directory' website. The browser's address bar shows the URL 'http://www.contractdirectory.gov/GovWide/home.do'. The website header includes the title 'Interagency Contract Directory' and the 'egov' logo with the tagline 'My Government. My Future.'. Below the header, there is a navigation bar with links for 'Search', 'User Guides', 'Logon', and 'Register'. The main content area contains two paragraphs: 'This site is a searchable directory of government wide acquisition contracts (GWACs), multi-agency contracts, Federal Supply Schedule contracts, or any other procurement instrument intended for use by multiple agencies, including Blanket Purchase Agreements (BPAs) against Federal Supply Schedule contracts.' and 'This site serves as a market research and planning tool, enabling agencies to explore the use of existing multi-agency contracting vehicles to satisfy their requirements before developing new contracts.' A purple box highlights the 'Any User' section, which states that users can search and view contracts without a system login. The Windows taskbar at the bottom shows the Start button, several application icons, and the system clock displaying 10:49 AM.

Interagency Contract Directory

Integrated Acquisition Environment

[Search](#) [User Guides](#) [Logon](#) [Register](#)

This site is a searchable directory of government wide acquisition contracts (GWACs), multi-agency contracts, Federal Supply Schedule contracts, or any other procurement instrument intended for use by multiple agencies, including Blanket Purchase Agreements (BPAs) against Federal Supply Schedule contracts.

This site serves as a market research and planning tool, enabling agencies to explore the use of existing multi-agency contracting vehicles to satisfy their requirements before developing new contracts.

Any User

- Can [search and view](#) contracts without system login



Tools (Cont)

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Interagency Contract Directory - Microsoft Internet Explorer provided by HQ AFMC

File Edit View Favorites Tools Help

Back Forward Stop Search Favorites History Links

Address <http://www.contractdirectory.gov/GovWide/home.do> Go

This site serves as a market research and planning tool, enabling agencies to explore the use of existing multi-agency contracting vehicles to satisfy their requirements before developing new contracts.

Any User

- Can [search and view](#) contracts without system login

For Government Agency Personnel

- [Guidance](#) for Federal Acquisition Executives
- System [roles and responsibilities](#) - use this when appointing agency personnel to this system
- Descriptions of [data fields](#) for contracts displayed on this site
- Listing of [agency administrators](#) - these persons can answer questions for data entry personnel regarding agency data

[Home](#) | [Search](#) | [Firstgov](#) | [Privacy](#) | [Support](#)
Support available at 1-866-EGOV ICD

Office

Start

Inbox - Microsoft O... Microsoft PowerPoin... Interagency Cont...

Internet

Microsoft

10:56 AM



Tools (Cont)

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Interagency Contract Directory - Microsoft Internet Explorer provided by HQ AFMC

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Back Forward Stop Home Search Favorites History Links

Address <http://www.contractdirectory.gov/GovWide/searchGWAC.jsp> Go

Interagency Contract Directory

Integrated Acquisition Environment

egov
My Government. My Future.

[Home](#) [User Guides](#) [Login](#) [Register](#)

Search

Program Name:

Program Acronym:

Procurement Instrument Number:

Type of Procurement Instrument:

NAICS Code: [View Code List](#)

Product or Service Code: [View Code List](#)

Description of Supplies & Services:

Office

Microsoft

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Tools (Cont)

AFMC/PK

Interagency Contract Directory - Microsoft Internet Explorer provided by HQ AFMC

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites History Links

Address <http://www.contractdirectory.gov/GovWide/searchGWAC.jsp> Go

Agencies That May Place Orders:

All Agencies
All DoD
Advisory Commission on Intergovernmental Relations

Agency or Activity that Awarded Procurement Instrument:

Small Business
Emerging Small Business
Small Disadvantaged Business
8(a)
Very Small Business
Woman-Owned Business
Hubzone
Veteran-Owned Small Business
Service-Disabled Veteran-Owned Small Business
Historically Black College or University
Minority Institution
Javits-Wagner-O'Day Participating Nonprofit Agency (JWOD)
Large Business
Other

Socio-Economic Information:

Submit Reset

Internet

Microsoft

Start Office Inbox - Microsoft O... Microsoft PowerPoin... Interagency Cont... 11:04 AM



Tools (Cont)

AFMC/PK

WEB LOCATIONS

- **ConConnect**
 - <https://www.conconnect.wpafb.af.mil>
- **Inter-Agency Contract Directory**
 - <http://www.contractdirectory.gov>



ISSUES and ~~CONCERNS~~

~~AFMC/PK~~

- **Need Complete and Accurate DD350 Data**
 - **Multiple FSC/SVC Codes**
 - **Authorized Users**
- **Usage Rate is Low**
- **Focal Point Database Updates**
- **Conversion from DoDAAN to the DoDAAC**



KEYS TO SUCCESS

AFMC/PK

- **Enter Complete and Accurate DD350 Data**
- **Use the electronic database tools to help you make decisions**
- **Keep ConConnect data current**
- **Many acquisition team members hold the keys to success**





CONCLUSION

AFMC/PK

- **ConConnect is the AFMC tool of choice**
- **Market Research and Decision-making will be made easier**
- **Complete and Accurate Data must be put into the system for ConConnect and the Inter-Agency Contract Directory to be effective.**